



KELLWOOD COMPANY

Michael M. Saunders
Senior Vice President & Chief Operating Officer

May 18, 2011

Senator Roy Blunt
260 Russell Senate Office Building
Washington, DC 20510

Dear Senator Blunt:

On behalf of Kellwood, I am writing to express our strong support of the Save Our Industries Act, a win-win trade initiative that will soon be re-introduced in the 112th Congress. This legislation will expand the trade relationship between the United States and the Republic of the Philippines while promoting both the U.S. textile and apparel industries and the garment manufacturing industry of the Philippines. We very much hope you will agree to co-sponsor this bill upon re-introduction and become a champion of seeing it enacted this year.

The SAVE Act is carefully designed to marry the unique capabilities of U.S. textile manufacturers and the Philippine garment industry. The SAVE Act would allow duty free entry of garments manufactured in the Philippines using U.S. yarns and fabrics for certain categories where such yarns and fabrics are still available, and also for a secondary category of products which are not sensitive and for which no U.S. textile fabrics are still made.

This bill is of great interest to Kellwood as it would provide a competitive sourcing opportunity and allow us to expand our presence in the Philippines. At the same time, the bill would create an innovative incentive to use U.S. yarns and fabric in the Philippine apparel sector. The SAVE Act would strengthen the U.S. textile industry, expand its exports to Asia and create U.S. jobs.

The Philippine garment industry has been hard hit by recent changes in the global trade rules for apparel. They have seen their exports to the United States, their largest market, decrease by some 50 percent since 2006 and employment fall by 75 percent since 2003. The SAVE Act could return a robust garment industry to the Philippines and expand commercial relationships with a country that has long maintained a balanced and mutually beneficial trade relationship with the United States.

We believe the SAVE Act is win-win legislation that will provide beneficial opportunities for our company and our industry and would ask that you consider supporting the SAVE Act as a co-sponsor.

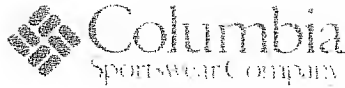
Sincerely,

Michael M. Saunders

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September 16, 2010

The Honorable Jeff Merkley
United States Senate
Washington, DC 20510

Dear Senator Merkley:

I am writing to ask for your co-sponsorship of the Save Our Industries (SAVE) Act (S. 3170/H.R. 3039). The SAVE Act is bi-partisan legislation that would provide real opportunities for reciprocal growth in textile and apparel trade between the United States and the Philippines, and would be an important stepping stone towards a free trade agreement with this historical ally in Asia.

Philippine garment manufacturers have long had a well deserved reputation for high quality sewing capabilities. However, given changes in the global trade rules for apparel and other economic factors, Philippine garment exports to the United States, its largest market, have decreased by 50 percent between 2006 and 2010, from over \$2 billion per year to only \$1 billion. At the same time the U.S textile industry continues to face serious problems sustaining their existing export markets or finding new ones. Importantly in this regard, the Philippines unlike most other apparel producing countries in Asia, does not have a commercially significant textile sector.

The SAVE Act is carefully designed to marry the unique capabilities of the Philippine apparel industry, U.S. textile manufacturing, and leading U.S. apparel companies such as Columbia Sportswear. The SAVE Act would allow companies to source products duty free from the Philippines using U.S. fabrics for certain categories where such fabrics are still available, and also source a second category of products from the Philippines duty free which are not sensitive and for which no U.S. textile fabrics are still made.

This well-conceived bill has attracted support from retailers and brands, as well as U.S. textile manufacturing companies, because it is a win-win bill that can create a market for U.S textiles for the first time in Asia, and also allow U.S. companies such as Columbia Sportswear to diversify product sources while maintaining quality-made products at affordable prices.

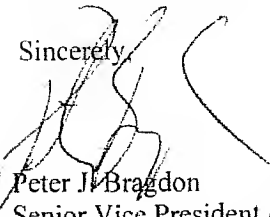
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Honorable Jeff Merkley
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We would appreciate it if you could become a co-sponsor of this important bi-partisan bill and do what you can to assure its enactment.

Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Peter J. Bragdon", is written over the word "Sincerely,".

Peter J. Bragdon
Senior Vice President of Legal and
Corporate Affairs, General Counsel